

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

US Energy Sciences Inc

Georgia Manufacturing Extension Partnership

U.S. Energy Sciences, Inc. Doubles Productivity, Reduces Costs with Assistance from Georgia MEP

Client Profile:

U.S. Energy Sciences, Inc., is a manufacturer of energy efficient lighting products dedicated to energy conservation and preservation of our natural resources. Headquartered in Minneapolis, Minnesota, U.S. Energy has field locations in Kansas, Nebraska, and Georgia. The woman-owned company employs 18 people at its facility in Vidalia, Georgia.

Situation:

Producing a quality, energy efficient product is the main goal for U.S. Energy Sciences; however, when the company moved from Florida to Georgia, their process for manufacturing energy efficient commercial lighting products was anything but efficient. "When we moved to Vidalia, we were able to acquire a building, but the manufacturing process had never been designed," recalled Cindi Hicks, President of U.S. Energy. "Materials didn't flow from one end of the factory to the other, and we had an overwhelming amount of inventory scattered everywhere." To overcome these and other challenges, the company contacted the Georgia Manufacturing Extension Partnership (Georgia MEP), a NIST MEP network affiliate, for help.

Solution:

Georgia MEP sought the counsel of Matt Oxley, an entrepreneur outreach specialist with the Georgia Rural Economic Development Center, Georgia Tech's Enterprise Innovation Institute (EII) and the Centers of Innovation. Entrepreneur outreach specialists are charged with helping existing and startup companies in rural Georgia grow their businesses by supplying expertise in business management practices, technical assistance and access to a variety of industry-specific resources. Together, they assisted the company with a number of projects, including a plant layout, Lean manufacturing technology in the assembly department, key employee training, inventory reduction, information technology work to customize scheduling program and reports, assistance in a competitiveness review, development of company rules and policies, and mechanical design engineering for customizing manufacturing equipment.

Results:

- * Reduced set-up time by 80 percent.
- * Reduced cost of freight by 6 percent.
- * Reduced inventory by one-third.
- * Increased ability to meet order deadlines by 60 percent.
- * Increased productivity by 50 percent.
- * Created new jobs.

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Testimonial:

"It's automatically a credential when Georgia Tech comes in to your business. We are undoubtedly the most manufacturing-efficient company in our industry."

Andy Loosberg, Vice President